

## Message Text

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ACTION AF-18

INFO OCT-01 ISO-00 EB-11 L-03 COME-00 MC-02 PM-07 SP-03

CIAE-00 INR-10 NSAE-00 RSC-01 DODE-00 DRC-01 /057 W

----- 010718

R 230950Z MAY 74

FM AMEMBASSY PRETORIA

TO SECSTATE WASHDC 9903

INFO AMCONSUL CAPE TOWN

AMCONSUL DURBAN

AMCONSUL JOHANNESBURG

LIMITED OFFICIAL USE PRETORIA 2197

E. O. 11652: N/A

TAGS: ESTC, SF

SUBJECT: PROPOSED SALE OF 100 HELIO-295 AIRCRAFT TO  
SOUTH AFRICA

REF: STATE 077216; STATE 096401

1. EMBASSY OFFICER DISCUSSED PROPOSED SALE HELIO-295 AIRCRAFT WITH UNITED SERVICES GENERAL MANAGER, STRACHAN, 22 MAY. WHILE NOTING THAT SIZABLE SA CIVILIAN MARKET EXISTED FOR THIS TYPE AIRCRAFT, STRACHAN ALSO VOLUNTEERED THAT BULK OF THIS PARTICULAR ORDER WOULD GO TO SA AIR FORCE IN UNLIKELY EVENT EXPORT LICENSE ISSUED. HE SAID LICENSE APPLICATIONS RESULTED FROM RECENT CONVERSATION HE HAD WITH SAAF CHIEF, GENERAL VERSTER. ACCORDING TO STRACHAN, VERSTER UNHAPPY WITH SAAF HEAVY RELIANCE ON FRENCH PRODUCTS AND WOULD LIKE TO BUY AMERICAN. (VERSTER ALLEGEDLY SAID, INTER ALIA, THAT IF HE COULD BUY 50 F-4 PHANTOMS, HE WOULD "SCRAP EVERY MIRAGE IN THE AIR FORCE.") AT ANY RATE, UPSHOT OF CONVERSATION WAS VERSTER AGREEMENT PURCHASE HELIO-295'S IF STRACHAN ABLE TO OBTAIN AIRCRAFT AND SPARES. STRACHAN TOLD EMBASSY OFFICER THAT HE FULLY AWARE OF "DRAMA" THIS REQUEST LIKELY GENERATE IN WASHINGTON. ADDED, HOWEVER, THAT HE BELIEVED TIME APPROACHING WHEN US WOULD FEEL OBLIGED

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REVIEW PRESENT POLICIES RE SALES TO SA MILITARY AND THAT

ECONOMIC FACTORS INVOLVED IN ORDERS OF THIS MAGNITUDE MIGHT  
HASTEN RE-APPRAISAL.

2. ALTHOUGH STRACHAN APPARENTLY HAS FEW ILLUSIONS RE LIKE-  
LIHOOD OF PRESENT APPLICATION FOR EXPORT LICENSES BEING  
APPROVED, HE INDICATED THAT HE PLANNED VISIT WASHINGTON  
WITHIN NEXT TWO OR THREE WEEKS TO DISCUSS MATTER WITH  
APPROPRIATE USG OFFICIALS. IN THIS CONTEXT, HE MENTIONED  
PREVIOUS DISCUSSIONS WITH COMMERCE, PENTAGON AND FORMER  
VP AGNEW ON GENERAL TOPIC US SALES TO SA MILITARY. ALTHOUGH  
HE DID NOT IDENTIFY WITH WHOM HE PLANNED TALK ON THIS VISIT,  
HE DID INDICATE THAT HE WOULD SEE A NUMBER OF "INFLUENTIAL"  
PERSONS.

3. RE CIVILIAN MARKET, STRACHAN COMMENTED THAT HE ABLE SELL  
FAIR NUMBER HELIO-295'S FOR PURELY NON-MILITARY RELATED USE  
BUT THAT MARKET COULD NOT ABSORB ANYWHERE NEAR 100 OF THESE  
AIRCRAFT. HE COMMENTED THAT LOCAL (NON-MILITARY) REACTION  
TO DEMONSTRATION PERFORMANCE OF THE ONE HELIO-295 NOW IN UNITED  
POSSESSION HAD BEEN EXTREMELY FAVORABLE. CLAIMED HAVE IN-  
QUIRIES FROM SEVERAL LOCAL FIRMS INCLUDING ANGLO-AMERICAN  
AND ROBERTS CONSTRUCTION. ALSO SAID PARKS BOARD INTERESTED  
IN PURCHASE ONE OF THESE AIRCRAFT FOR KRUGER GAME RESERVE  
AND ANOTHER FOR USE IN GAME COUNTING PROJECTS IN SOUTH WEST.  
IN SOMEWHAT HAZIER AREA FROM US POINT OF VIEW, STRACHAN  
INDICATED THAT SA POLICE HAD EXPRESSED INTEREST IN AIRCRAFT  
FOR HIGHWAY PATROL AND TRAFFIC CONGESTION CONTROL.

4. IN VIEW PARA 1 ABOVE, LICENSES WILL OBVIOUSLY HAVE  
TO BE DENIED ON FULL COMPLEMENT THESE AIRCRAFT. BELIEVE,  
HOWEVER, THAT CONSIDERATION MIGHT BE GIVEN TOWARD PERMITTING  
EXPORT LIMITED NUMBER (UP TO TWELVE) IF PURCHASER DE-  
SIRES, IF, HE WILLING SUBSCRIBE TO PROHIBITION AGAINST  
SALES TO MILITARY, AND PROVIDED HE CAN PRODUCE EVIDENCE  
FIRM ORDER FOR EACH SUCH AIRCRAFT FROM BONAFIDE CIVIL  
USER.  
HURD

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## Message Attributes

**Automatic Decaptioning:** X  
**Capture Date:** 01 JAN 1994  
**Channel Indicators:** n/a  
**Current Classification:** UNCLASSIFIED  
**Concepts:** MILITARY AIRCRAFT, HELICOPTERS, AIRCRAFT SALES, EXPORT LICENSES, END USE CHECKS  
**Control Number:** n/a  
**Copy:** SINGLE  
**Draft Date:** 23 MAY 1974  
**Decaption Date:** 01 JAN 1960  
**Decaption Note:**  
**Disposition Action:** RELEASED  
**Disposition Approved on Date:**  
**Disposition Authority:** GarlanWA  
**Disposition Case Number:** n/a  
**Disposition Comment:** 25 YEAR REVIEW  
**Disposition Date:** 28 MAY 2004  
**Disposition Event:**  
**Disposition History:** n/a  
**Disposition Reason:**  
**Disposition Remarks:**  
**Document Number:** 1974PRETOR02197  
**Document Source:** CORE  
**Document Unique ID:** 00  
**Drafter:** n/a  
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**Executive Order:** N/A  
**Errors:** N/A  
**Film Number:** D740129-0198  
**From:** PRETORIA  
**Handling Restrictions:** n/a  
**Image Path:**  
**ISecure:** 1  
**Legacy Key:** link1974/newtext/t19740523/aaaaauds.tel  
**Line Count:** 98  
**Locator:** TEXT ON-LINE, ON MICROFILM  
**Office:** ACTION AF  
**Original Classification:** LIMITED OFFICIAL USE  
**Original Handling Restrictions:** n/a  
**Original Previous Classification:** n/a  
**Original Previous Handling Restrictions:** n/a  
**Page Count:** 2  
**Previous Channel Indicators:** n/a  
**Previous Classification:** LIMITED OFFICIAL USE  
**Previous Handling Restrictions:** n/a  
**Reference:** STATE 077216; STATE 096401  
**Review Action:** RELEASED, APPROVED  
**Review Authority:** GarlanWA  
**Review Comment:** n/a  
**Review Content Flags:**  
**Review Date:** 03 SEP 2002  
**Review Event:**  
**Review Exemptions:** n/a  
**Review History:** RELEASED <03 SEP 2002 by shawdg>; APPROVED <03 MAR 2003 by GarlanWA>  
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**Review Release Event:** n/a  
**Review Transfer Date:**  
**Review Withdrawn Fields:** n/a  
**Secure:** OPEN  
**Status:** NATIVE  
**Subject:** PROPOSED SALE OF 100 HELIO-295 AIRCRAFT TO SOUTH AFRICA  
**TAGS:** ESTC, ETRN, SF, UNITED AIR SERVICES LTD  
**To:** STATE  
**Type:** TE  
**Markings:** Declassified/Released US Department of State EO Systematic Review 30 JUN 2005